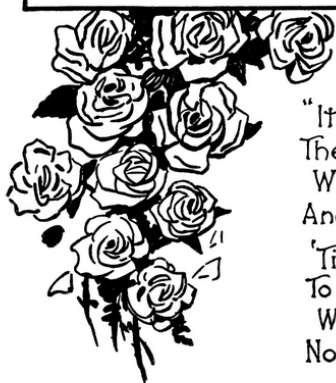


JUNE NUMBER 1904

# THE LARKIN IDEA

PRICE 50 CENTS A YEAR



## Modjeska Rose

"It is the month of June,  
The month of leaves and roses,  
When pleasant sights salute the eyes,  
And pleasant scents the noses."

'Tis June the whole year through  
To all who use Modjeska Rose,  
Within its bow'r twelve months they dwell  
No sweeter scent one knows.

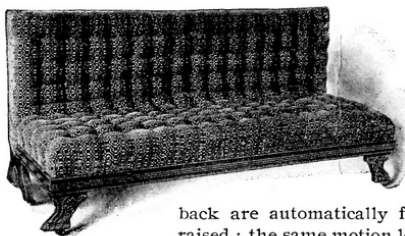
# TWO NEW COUCH BEDS

## WIDELY DIFFERENT; BOTH LUXURIOUS

### DAVENPORT SOFA BED.

Free for sixteen Certificates; or Sofa Bed with \$10.00 worth of the Larkin Soaps, for \$21.00; or with \$32.00 worth of Soaps, for \$32.00.

This couch is 6 ft. 3 in. long, with seat and back each 23 in. wide, having five rows of tufts, buttons fastened with patent steel clips; 36 double conical steel springs of highest quality in seat, and 27 in back.



Has a very strong mortised frame with a construction allowing the back to be lowered, making a perfectly comfortable bed 4 ft. wide, 17 in. high.

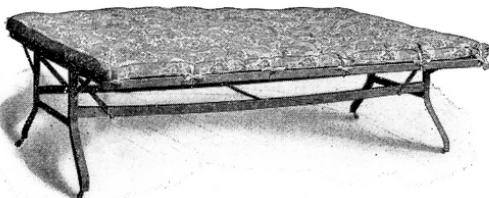
The strong steel legs for the back are automatically folded and concealed when back is raised; the same motion locks the back in an upright position.

The couch is filled with a good grade of tow with heavy hair top, and has heavy white ducking over springs. Choice of Brown, Crimson or Green cover in checked Velour.

Choice of Golden Oak, or Birch with Mahogany finish; carved feet; polish finish. Castered.

### NATIONAL COUCH BED.

Free for five Certificates; or Couch and Mattress with \$10.00 worth of the Larkin Soaps, for \$10.00.



A BED AT NIGHT.

Gold-bronze finished steel frame, simple in design; strong and durable; unsur-

passed mechanism. Sides are easily raised or lowered. The padded mattress rests on a National Spring fabric, which consists of heavy lengthwise and crosswise wires 4 in. apart, suspended between 46 2-in. helical springs at ends, affording great resiliency. Perfectly sanitary.

Length, 5 ft. 10 in.; height, 17½ in.; width, as a Bed, 3 ft. 9 in.; as a couch, 24 in. Castered. Weight, 87 lbs.



A COUCH BY DAY.

Larkin Street,

**Larkin Soap Co.**

Buffalo, N. Y.

ESTABLISHED, 1875.



### WANTED—A CLEAN CANDIDATE.

BY ELLEN M. TAYLOR.

They're searching up and down the land  
To find a candidate,  
A man with spotless heart and hand;  
They're looking long and late.

They are looking for a man of grit,  
With courtesy and grace,  
The Presidential Chair to fit—  
A most imposing place.

They're looking for a man of might,  
A man of liberal views,  
A man who's always in the right,  
Who'll mind his p's and q's.

They're bound to find this blameless man;  
They'll find him soon we hope.  
If they'll apply this test, they can,—  
Does he use the Larkin Soap?

### Y. M. C. A. DELEGATES VISIT THE LARKIN FACTORIES.

The 35th International Convention, marking the jubilee of federation among North American Young Men's Christian Associations, was held in Buffalo, May 11-15. Among the 1,200 delegates, sent by the 600 city associations, 700 student associations, 200 railroad associations, and scores of Army, Navy, industrial, negro and Indian associations, were representatives from every State in this country, the provinces of Canada, and several South American countries. The first International Convention was held in Buffalo just fifty years ago. It was

attended by thirty-seven delegates, from nineteen associations.

Many persons of prominence in the religious, educational, business, and political worlds appeared before the Convention. Among these were, Admiral Higginson, U. S. N., Jos. Ramsey, Jr., President Wabash Railroad, Hon. Geo. W. Ross, Premier of the Province of Ontario, and Miss Helen Gould. A message of greeting was received from President Roosevelt.

Over a hundred delegates to the Convention, most of them Y. M. C. A. secretaries, accepted the invitation

extended by the Larkin Soap Co. to visit their factories. Factory guides were on hand to pilot the visitors to the points of interest about the twenty-nine acres of floors of the Larkin plant.

There are many things about the Larkin factories to interest visitors. All who took the trip were amazed at the rapidity and system of the operations by which the Larkin Soaps and Toilet Preparations are made. The two big Sweet Home kettles, the largest soap-kettles in the world, were a source of awe to every one. One gentleman, when told that each kettle would hold a million and a half pounds of Soap,—enough to fill thirty cars,—that each is four stories deep and forty feet across, and that in the bottom of each is a mile and a half of coiled two-inch steam pipe, remarked: "I can't realize it. I shall wait until I get back home; then I will think it over. Perhaps I may wake up."

Another delegate, who had recently visited Niagara Falls, said that when he looked down into the great caldrons he experienced the same sensation as when gazing at the great cataract.

Many of the delegates who visited us use Larkin Soaps in their homes. A visitor from Springfield, Ill., said, after he had completed the trip

through the factories: "My children will make me tell them everything I have seen. We received our first order of Larkin Soaps about twelve years ago, and we have been dealing here ever since. My mother-in-law not long ago wanted \$5.00 for some missionary work. Before very long, she had secured enough orders for Larkin Soaps to give her much more than that amount."

Many secretaries see to it that the baths in their buildings are provided with Larkin Soaps.

For either shower or tub bath Maid o' the Mist Bath Soap is thoroughly satisfactory. It is a wholesome soap of virginal purity and whiteness, and gives a rich, creamy, cleansing lather. It is used exclusively in the baths of the new Buffalo Y. M. C. A. building.

Many of the railroad Y. M. C. A's are using World's Work and Tartan Tar Soaps. Both of these soaps go right after the grime and grit, and leave the skin fresh, smooth and perfectly clean.

Those who visit the Larkin factories and see Larkin Soaps in process of manufacture can attest the excellence of the Larkin method of soap-making.

Y. M. C. A. secretaries are invited to write for lists and prices.

#### THE SCHOLARS' CLUB-OF-TEN.

BY MABEL E. MANN.

"Vacation time is coming soon,"

Ten happy scholars say,

"And what, dear teacher, can we do,  
To earn as well as play?"

The teacher for a moment thought,

And answered, smiling then,

"If work and play you would combine,  
Start a Larkin Club-of-Ten.

"For each of ten short months you pay  
For Soaps and such, a dollar.

The Soaps you sell, the Premium keep,  
Which comes to every scholar.

"For Mother there's the Sweet Home  
Soap,

And Dad'll want World's Work;  
Sister the Perfumes sweet will buy—  
This task no one would irk.

"And so you'll quickly sell it all,  
By work that seems but play."

"Oh, that's the very thing!" they cry,  
"We'll start one right away."

#### KATE FIELD'S DICTION.

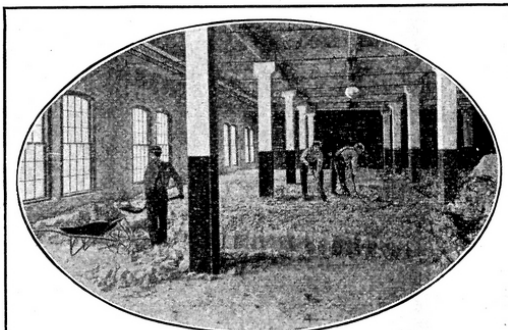
Kate Field, in answer to the question, "What shall we teach our girls?" once wrote, "Teach them to hate dirt." But to hate without the power to remove the article of repugnance is futile. Teach them to love cleanliness and to USE LARKIN SOAPS.



## MAKING OF BORAXINE.

### THE SAVER OF LABOR IN LARKIN HOMES.

UP to a certain point, the making of Boraxine, "the Laundry Luxury,"—well known in over a million American homes—proceeds along lines identical with those employed in the manufacture of Sweet Home Soap, of which we told you in our April number. Different ingredients are placed in the kettles, but the Soap is boiled and crutched just as is Sweet Home. It is after crutching that the treatments begin to vary.



HALF AN ACRE OF BORAXINE SPREAD OUT  
TO COOL.

You will remember that after the crutching, Sweet Home Soap is run into great frames to cool. Boraxine is treated differently. The hot mass of Soap is run out over a smooth clean floor to a depth of about eighteen inches, in the Boraxine Dept., which occupies two whole floors in one of our buildings, to cool. Here it resembles the surface of a lava flow, as you have seen it pictured in geographies, except that it is snowy white.

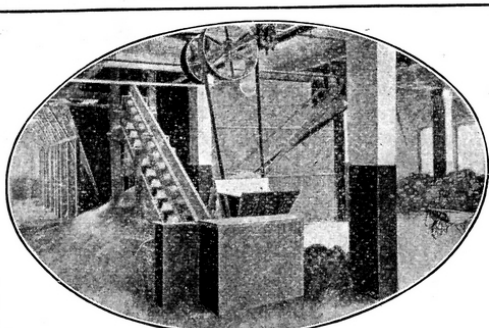
When the white mass is sufficiently dry, men spade it out in good-sized pieces and wheel it to the breaker,

where rapidly revolving teeth crush it into coarse powder. From the breaker, it is conveyed to mills in which are two sets of whirling arms that revolve (half each, in opposite directions,) about two thousand five hundred times a minute; here it is crushed and screened, and becomes Boraxine as our customers know it. From these mills, graphically called "disintegrators," the soap powder is mechanically conveyed to great bins, from which

hoppers place it within reach of the packers on the floor below. The mills just mentioned are capable of grinding sixty thousand pound-packages every day.

The rapidity with which each process is accomplished in the packing department is always a source of astonishment to visitors. In the first place, the boxes are set up with great speed. They come to us from our box factory

knocked down; that is, the top and bottom are not folded in and the boxes are flat. They are set up by hand; and some of the men employed at this can set up five thousand boxes



THE MILLS THAT GRIND IT EXCEEDING FINE.

a day. The flat box is seized, and with what seems but a sweep of the arms it is set, end up, bottom closed and top open, in a big tray, ready for its burden of Boraxine.

The trays, which are built on casters, hold two hundred packages each. They are rolled under the hoppers, a slide is drawn, and in a twinkling the two hundred packages are filled with Boraxine by gravity. The experts seize the boxes, close the tops and place them on a belt that conveys them to the wrapping-machines. Like the famous typesetting-machines, these ingenious machines are among the most wonderful of mechanical inventions, and they seem to partake of a man's own intelligent action. This machine takes a familiar red wrapper from a pile thereof, puts it upon a little elevator; then lays a box of Boraxine on the elevator; the two disappear in the intricacies of many moving pieces of machinery. In a moment

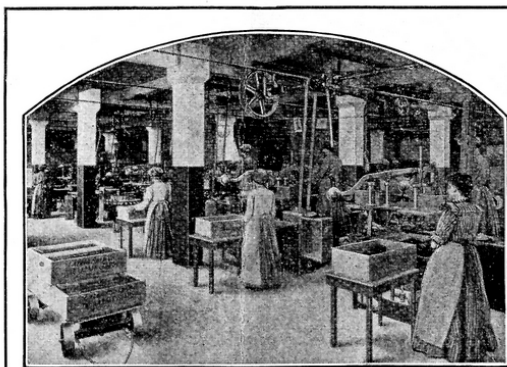
they reappear both in one, the ends of the wrapper neatly folded and glued, and held in place by iron fingers until the box is ready to be removed, by which time the glue is set. The six machines in this department can wrap sixty-nine thousand packages of Boraxine a day.

Boraxine is immensely popular among Larkin Customers. They have found it unusually successful where a Soap of strong detergent qualities is needed and a saver of Soap in dish-washing, clothes-soaking and

scrubbing. Last year our customers used considerably over fourteen million packages, enough, if the red boxes were laid end to end, to reach from New-York City through Buffalo and Chicago to a point across Iowa about two hundred miles west of the Mississippi River. This year the output will be much greater. At such a rate it wouldn't take long to circle the globe with empty red boxes—and what a monument to clean homes they would make!

#### IN NEW ENGLAND.

Our extensive New-England business—in proportion to population unexcelled anywhere—is among the best evidences of Larkin merit.



SIX INGENIOUS MACHINES PUT ON THAT FAMILIAR RED WRAPPER.

Several carloads of Larkin Soaps and Premiums leave Buffalo daily for our New-England customers alone. Our experience confirms the following opinion of a New-York expert manager of advertising:

"In New England, conditions are rather peculiar. The purchasing of household supplies is nearly always done personally by the mistress of the house. The servant has little or no influence in specifying what brand of goods shall be bought, as is the custom in so many other parts. Through a long line of years New-England parents have taught their children the economy of always buying the best, even though doing so may mean buying less frequently. For this reason, manufacturers of high-grade

products uniformly declare that the New-England market is the best in the United States. It is not a good market, however, for any product of an inferior quality, or for any goods that will not stand a critical test. The mistress of the New-England household doesn't look at the size of the package, but at the contents of the package. She doesn't ask 'How much' until after she finds out 'How

good.' Nowhere else in the United States are so much discernment and discrimination shown by the heads of households themselves when it comes to buying for the kitchen, and for the household.

"This is a general truth backed by hundreds of business houses whose goods have reached and established a demand, for the reason that they were worthy and their worth was appreciated by the women of New England."

### A COLD CREAM CLIMAX.

BY MRS. J. Q. BARLOW.

#### I.

Only a box from Larkin ; but brimful of the best,  
And diffusing all the odors of "Araby the blest."  
From Grandpa down to Baby Bell  
Just listen while their wants they tell,  
Oh ! I know them very well.  
They want Cold Cream.

#### 2.

Grandpa spreads it on a cloth and puts it on his chest;  
Bobby has a tiny burn; with M. C. C. he wants it dressed;  
Katherine puts it on her lip,  
And Mamie on her finger tip,  
Everybody wants a dip—  
Of that Cold Cream.

#### 3.

Baby finds it hard to breathe ; this her temper ruffles ;  
Mother says Cold Cream's the best she ever knew for snuffles.  
There ! Fingers out, you little fox,  
For I have only that one box—  
Here a next-door neighbor knocks;  
She wants Cold Cream !

#### 4.

Jennie put it on her shoes : she says its good for leather,  
And she can wear her shoes in 'most every kind of weather.  
Then Master Ben was very rash,  
For when he shaved he cut a gash ;  
And Bobby said, "I'll bet the cash,  
He'll want Cold Cream."

#### 5.

For many cuts and bruises and cuticle that's rough,  
Modjeska Cream's so oft in use, it's hard to get enough ;  
And now I really often dread  
The thought, as I have sometimes said,  
That one may take it in his head  
To eat Cold Cream.



*Reprints allowed only by special permission of Editor THE LARKIN IDEA.*

I HOPE you are going to have a bed of Tea Roses this summer. Nothing will afford more pleasure. Plants enough for a good-sized bed will cost but little. Plant them in very rich soil, preferably one containing a good deal of clay or loam. All Roses like to feel the earth firm about their roots. They will live on indefinitely in loose soils, but they will not do well in them. As soon as the plants get established, they will send up strong shoots terminated with buds. When these have developed and the flowers from them have faded, cut off at least two thirds of the shoot. This will induce the plant to send out other shoots, below, and they will bear flowers in a short time. By feeding the plants well, and repeatedly cutting away some of the older growth, it is an easy matter to keep them in bloom throughout the summer and fall. If the season happens to be a dry, hot one, the plants will be greatly benefited by a mulch of grass-clippings from the lawn.

Look out for bugs and worms on your hardy Roses. They will be likely to do great damage in a short time, if not fought promptly and energetically. Prepare a strong infusion of Sulpho-Tobacco Soap, and syringe it all over the bushes. Have some one to help you do this. Let your assistant bend the bush down while you apply the insecticide to the under side of the foliage. Be thorough with the work.

Do not be in a hurry to disturb Tulips, Hyacinths, and other bulbs, if

it is your intention to shift them to new quarters. They should be allowed to complete their annual growth before removal. They will tell you when they have done this, by the ripening and dying off of the foliage.

Do not throw away old plants of Heliotrope that have done duty in the house during winter. Plant them in rich soil, in the garden; they will very shortly make vigorous growth, and flowers from them will delight you all summer. Make cuttings from them for plants for next winter's use.

Roses that you intend for winter-flowering should be kept in pots all summer. Do not give them a great deal of water, and withhold all fertilizers. Just keep them healthily alive. Put them out-of-doors, in an airy place. The aim should be to keep them as nearly dormant as possible until fall. Then re-pot them, giving a rich, rather heavy soil. Pack the earth solidly about their roots. Cut away nearly all the old growth. Roses that are re-potted in September ought to become well established and ready to grow by October.

Fuchsias, with few exceptions, are summer bloomers, and it is a mistake to cut them back at this season and prevent their flowering, with a view to getting good results from them in winter. On the contrary, encourage them to make a strong and vigorous growth by feeding them well, and applying a good deal of water to both leaves and roots. A daily showering

will be of great benefit to them, as it will keep the red spider down and at the same time assist the development of the plant. Keep in a partially shaded place. If you allow them to get dry at the roots, they will drop their buds, and frequently their leaves.

Feed the Chrysanthemums well. They require a great deal of rich food if they are to do themselves justice in the way of strong growth. Like the Fuchsia, they must be kept from getting dry at the root. In hot weather, it may be necessary to water them twice a day. Look out for the black aphids. If any are found, prepare a decoction of Sulpho-Tobacco Soap at once, and apply it liberally to the plants infested. Repeat the operation until not an insect is to be found. Pinch back your 'Mums from time to time to make them throw out branches.

You can make bushy, compact plants of them if you keep up this practice during the summer, but if you let them train themselves they will quite likely make a straggling, awkward growth, of which you will have no reason to be proud.

Are you growing some Carnations for winter-use? Then keep watch of

them. The red spider takes delight in sapping these plants of their life-blood. Small as he is—you can hardly see him with the naked eye—he will do more damage, in a short time, than almost any other insect we have to fight against. Water is the thing to fight him with, as he has a deadly antipathy to moisture. Shower or dip your plants two or three times a week. Keep them out-of-doors in a cool, airy place. Pinch off the tops of any stalks that form, and force the plants to send out side-shoots from the base.

I am curious to see how the Shasta Daisy "turns out" this summer. You will remember that it was sent out last spring with a great flourish of trumpets. Wonderful things were claimed for it. It had enormous flowers, and hundreds of them, throughout the season. I bought a plant. It grew well, but it did not have a dozen flowers during the entire season. Plants frequently fail to do themselves justice the first season; therefore I am hoping for better things from it this year, but unless it does better, and a great deal better, than it did last year, we shall have to class it among the humbugs, of which there are so many in the floral world.

#### A SONG OF SPRING.

BY ELLEN M. TAYLOR.

The gentle spring is on the wing,  
This fact doth now appear.  
The small rill swells to run the mill,  
And summer blooms are near.

Along the edge of willow hedge  
The modest violets peep;  
While with his can the whitewash man  
Goes forth to make clean sweep.

The songs of birds and lowing herds  
Melodious make the air,  
While now is seen with Boraxine,  
The housemaid on the stair.

#### A POLITICAL POINTER.

BY MR. COOLEY.

They're spouting now a heap o' talk  
About the game o' "graff,"  
An' how to keep elections clean;  
Oh, say, they make me laff.

If they mean to do some cleaning,  
Why don't they stop their noise  
And give a cake o' Larkin Soap  
A piece to all the boys?

The Larkin Witch Hazel is the purest double-distilled extract of Hamamelis Virginica that can be obtained. It is better than the ordinary kind. Price 30 cents for a full pint.



EVERY girl looks forward to the time when she will be the mistress of a home of her own. Every girl has ideas of just what she wants that home to be. To some, these ideas are indefinite,—mere dreamy shadows; others have well-thought-out plans of what they mean to make their homes. Few girls, however, have ever given a moment's thought to just how their homes are to be made to measure up to their ideals. They have some notion of what they want, but little of how they are going to get it.

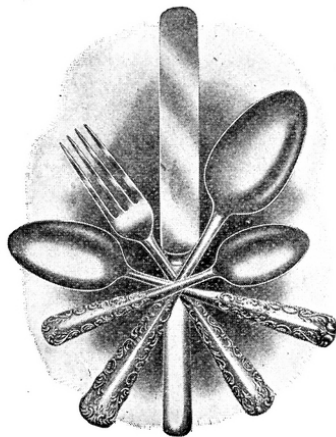
I want to talk to you, dear young friends, about an opportunity to make possible the realization of some of your fondest dreams. Don't say, Pshaw; I'll wait until I am the mistress of a home of my own,—please don't. An opportunity is open to you now. Don't neglect it.

No doubt you have given some thought to the dining-room of the house you have in your mind. If you have, you are wise; for a dining-room is a very important part of a home, particularly of an ideal home, and the dining-table makes or mars the dining-room.

To be the mistress of an ideal dining-room, you must first be mistress of the art of cooking. Of course, you are learning to cook. If you are not, your mothers are failing to do their duty toward you. And then your table must be furnished with dainty and substantial ware. The opportunity I referred to, is an opportunity to secure a complete outfit of dainty and

substantial tableware, free from all cost.

Turn to the new edition of the Premium List with me. We will read pages eight, nine, ten and eleven. On the first two and a half of these pages are the Silverware offers. You may have your choice of 1835—R. Wallace or 1847 Rogers Bros. make. Silverware bearing these trade-marks is the world's standard. Both brands were famous when your mothers were little girls.



PORTLAND PATTERN.

Then on the last of the pages I have mentioned are the dishes—the Lamaré, Modjeska and Limoges. The Modjeska and Lamaré ware is made by the Buffalo Pottery, about which the Editor told you something last month.

Now let us look at the matter a little more closely. The Modjeska Dinner Set is given free for ten Certificates. It is made up of 100 pieces of the best grade of semi-vitreous porcelain produced in America. The Premium List contains a complete description. So much for the dishes.



100-PIECE MODJESKA DINNER SET.

Perhaps for your Silverware you would select assortment No. 33. It contains 6 Knives, 6 Forks, 6 Dessert Spoons, 12 Teaspoons, 3 Tablespoons,—all of the 1835—R. Wallace brand. The assortment is free for five Certificates. Or, if you prefer the 1847 Rogers Bros. ware, you might select assortment No. 24, and for five Certificates you would receive 24 pieces: 6 Knives, 6 Forks, 6 Dessert Spoons and 6 Teaspoons.

Think, dear girls, what a chance this is. One hundred dishes and an outfit of knives, forks and spoons, for fifteen Certificates. Think of what fifty Certificates would bring to you. And fifty Certificates are by no means beyond the reach of any wide-awake girl.

And if you should follow my advice and earn these things for your very own, you would not be establishing a new tradition or breaking down an old one. Your grandmothers used to sit by the hour and sew little bits of calico and of silk into fine warm comfortables, or spin and weave flax into yards and yards of linen cloth. They did more than plan and dream, and your grandmothers were makers of ideal homes.

Don't forget the Contest for the Cash Prizes, girls. The Editor told you all about the Contest last month.

Thirty prizes, ranging in amount from \$2.00 to \$50.00, will be given to thirty girls. Why can't you be one of the thirty? Work hard. Beat *Boraxine's* boys, anyway. Just think of all the fine things your Certificates will bring you, even though you should fail to win one of the Cash Prizes.



Mrs. Eva G. Davis, Hardwick, Vt., writes of her daughter Ruthie: "She is a very smart little business-woman and understands well the business connected with getting up orders.

With Gracie and our baby Etta, she has delivered most of the Soaps of my eight Clubs."

Lillie Myers, Van Wert, Ohio, writes: "I have been working for you just a year. I think so much of you and also think you are honest. I am fifteen years old and have gotten up three \$10.00 orders."



Miss Florence E. Pidge, Baldwinsville, N. Y., writes: "I am now twelve years of age and have sold the Larkin Soaps ever since I was six years old. The first premium I received was a Gundlach Camera. Since then I have had a Watch, a Morris Chair, Mandolin and Encyclopædic Dictionary, besides helping my aunt to get several premiums. All orders that I have sent have been in my mother's name.

"I am sending you two photographs, for the Prize Contest, that were taken with the Gundlach Camera."



## The Larkin Idea.

### PUBLISHERS' ANNOUNCEMENT.

The subscription price of **THE LARKIN IDEA** is 50 cents per annum.

It is published on the first day of each month, and will be mailed to any address in the United States or Canada for one year upon receipt of the subscription price.

Back numbers cannot be furnished.

**THE LARKIN IDEA** will be mailed free for one year to every sender of three Orders for the Larkin Soaps within twelve months. To one who continues to send Orders, the paper will be mailed regularly until twelve months after the date of receipt of the last of three orders received within a year.

Short contributions are requested from any patron who has something to say that will interest others.

### *Larkin Soap Co.* Publishers.

FACTORY-TO-FAMILY  
SOAPMAKERS, PERFUMERS, CHEMISTS, REFINERS.  
Factories and General Offices, **BUFFALO, N. Y.**  
Established, 1875.

Branch for West-of-the-Mississippi patrons,  
**PEORIA, ILL.**

#### LOCAL BRANCHES:

19 Eliot St.,	- - -	<b>BOSTON.</b>
2221-2231 Arch St.,	- - -	<b>PHILADELPHIA.</b>
820-824 Liberty Ave.,	- - -	<b>PITTSBURG.</b>
49 Barclay St. and	}	<b>NEW YORK CITY.</b>
52, 54 Park Place,		

### A FEW LARKIN BLESSINGS.

BY FLORENCE ADELE PARKER.

When the day is over,  
And homeward from his toil,  
The weary laborer cometh  
From digging in the soil,  
He welcomes home and comfort,  
And takes new strength and hope;  
As all the signs of labor,  
He removes with World's Work Soap.

The busy housewife's duties  
Demand a patient care,  
Of door-knobs, kettles, woodwork—  
The signs of dirt are there.  
She throws the shutters open;  
In streams the morning light;  
How pleasant now her task is,  
Since she uses Honor Bright!

It happened that in making  
A rather sudden turn,  
A little girl fell in a fire

And got a painful burn.  
But what a transformation!  
No more we hear her scream,  
Her mother wisely has applied  
Some cool Modjeska Cream.

A boy went out snowballing,  
On a chilly winter morn;  
Although his sport was much enjoyed,  
He came back quite forlorn,  
With hands all chapped and bleeding—  
But soon returned the calm  
For near at hand so soothing  
Was Larkin Derma-Balm.

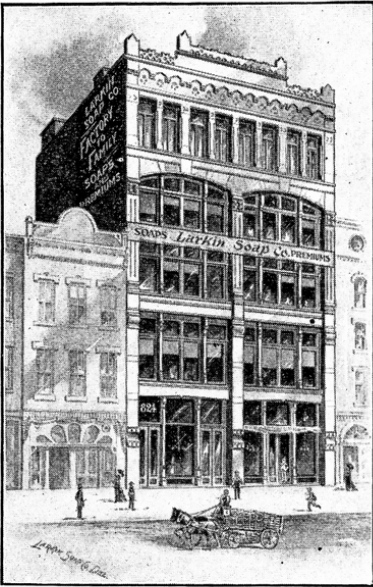
These are not *all* the blessings  
The Larkin Company sends  
Throughout this great broad country,  
To appreciative friends;  
But these I highly recommend  
To all who do not know  
The many virtues they possess,  
To lighten work and woe.

The process of making Boraxine,  
that universally used saver of labor, is  
described on page 3. Visitors to our  
Factories are always interested in this  
department, and to those who cannot  
come we believe a perusal of this article  
will prove interesting.

In this issue of **THE LARKIN IDEA**  
is enclosed a Pass which entitles the  
holder to a one hour's interesting trip  
through the Larkin Factories under  
the direction of a guide. Come to  
Buffalo and use the Pass; if you can't  
come perhaps you have a friend or  
relative who is traveling Larkinward  
and would like to use it. Thousands  
of people say the trip is worth coming  
a long way to take.

A representative of Bigland, Sons &  
Jeffreys, Liverpool, England, recently  
paid us a visit.

He said, "I am really amazed at  
what I see, and I must admit that your  
establishment and method of doing  
business are far ahead of anything we  
have in England."



**OUR NEW PITTSBURGH SHOWROOM,**  
820-824 Liberty Avenue.  
Opened June 6, 1904.

The famous Larkin Premiums may be inspected here, latest circulars and all desired information obtained, orders left, and bills paid. Experienced attendants from our Buffalo office will wait upon you and save you letter-writing. It may be more satisfactory to select premiums here, than from our Premium List. Indeed, you are at all times cordially invited to call "just to look." The Showroom is for the permanent convenience and gratification of our friends and patrons in Pittsburgh, Allegheny and suburbs, and is made possible by the large volume of their orders. Visitors to Pittsburgh

are especially invited. Inquiries by mail or in person always cheerfully answered.

That "tired" feeling which comes from spring house-cleaning may be lessened, if not avoided, by using the Larkin Soaps in your laundry and housework.

**TO OUR CUSTOMERS IN PHILADELPHIA AND VICINITY.**

On and after June 1, 1904, the Office, Warehouse and Showroom of the Philadelphia Branch will occupy the entire ground floor of the big Pilling Building, 2221 to 2231 Arch Street, corner of 23rd Street.

In this new home, where we have a private R. R. switch for unloading our cars, we are going to serve customers better and more promptly. We are going to make our fine light Showroom very attractive. Everyone will be gladly welcomed whether he comes for the purpose of leaving an order for the Larkin Soaps or just to look. Visitors to Philadelphia are cordially invited. The Showroom is a short walk from Broad Street and from West Philadelphia, Penn. R. R. passenger stations.



**OUR NEW WAREHOUSE AND SHOWROOM,**  
2221-2231 ARCH STREET,  
PHILADELPHIA, PA.

# THE LARKIN CLUB-OF-TEN.

WHAT A DOLLAR A MONTH WILL DO.  
THE HIGHEST DEVELOPMENT OF THE LARKIN IDEA.

Members of Larkin Clubs-of-Ten who wish to combine pleasure with business might do so by giving club picnics. As a general rule, men can't mix business and pleasure. Women are different; they can, and, since most Club-of-Ten members are women, a picnic surely wouldn't interfere with the business of the organization. Instead of interfering, it would assist.

Clubs-of-Ten are generally composed of friends and neighbors, people thoroughly congenial, just the kind to enjoy a day together in the woods. One woman who had organized several clubs wrote us that one day last summer she took the members of all her clubs on a big picnic. Strangers became friends and everybody had a good time.

It is not a difficult task to find a place convenient for picnicing. Most towns, so large that to walk from them to suitable grounds is out of the question, are provided with trolley facilities so that thirty or forty minutes will take you miles into fresh, open country. Arrange a picnic for the members of your club and their families. You will all enjoy it.

Take with you, first of all, a good lunch. Country air gives one an appetite. Two or three Canvas-woven Hammocks, a Premium List and some other good literature might help you to have a pleasant time.

Remember that the summer won't last long. Plan to have your picnic soon. Then there will be time left for another, if you should care to have it. Be sure to write to the Editor telling him all about your club's outing. He will be glad to publish your account.

In acknowledging the receipt of the First Prize in the Club-of-Ten Organizers' Contest, Mr. Otto Fichter adds:—

"I feel proud to think that I have won First Prize. I worked hard, but I want to say that the Larkin Soap Co. did not owe me a thing,—I worked hard but was paid for it.

"Some of my success belongs to the Philadelphia Branch. I think that, as business people, Mrs. Shaw and Messrs. McNally and Headley could not be improved upon. I feel that they should have some of the credit, for they deserve it.

"Now, although I have won a prize, I shall not stop, but shall continue with my work just as before. This year I want to beat my past record. I have good people to work for and am willing to work hard; for they have been liberal to me. I shall always be ready to speak a good word for the Larkin Soap Co. I am very thankful to you for the prize of \$20.00."



We are glad to be able to publish a portrait of Mrs. Theressa Phillips, of Wheeling, W. Va., who won the Second Prize in the Club Organizers' Contest. She organized

sixteen clubs,—just one less than Mr. Fichter. She writes:—

"I have often thought that a few lines from my pen might encourage others in the good work. I tell the ladies that cleanliness is next to godliness and I am going to have the people of Wheeling clean—for this is a very dirty city.

"In the flood in 1902,—any person acquainted with the location of the

Ohio Valley knows how disastrous the floods are,—I lost my parlor table and I wanted a new one quite badly. One hot afternoon, while I sat wishing for my table, the postman brought a package from the Larkin Co., addressed to me. I glanced over the enclosures and noticed an article on organizing Larkin Clubs-of-Ten.

"After reading carefully, I put on my hat and started out among my nearest neighbors and readily secured ten members. I organized the club, and in ten days I had organized another.

"In 1902 I organized two clubs; in 1903, nine; in 1904, fourteen—total, from Sept. 1st, 1902, to May 14th, 1904, 25 Larkin Clubs-of-Ten. In that time, too, I sent fifteen Recommended Orders.

"I'll admit I worked hard for the Contest, but I came out second. I was a little timid about the Eastern States—but you see that in the little State of West Virginia pluck and energy exist, and these bob up serenely and shout for the good and courteous Larkin Soap Co.

"When one of my clubs is organized, I entertain; after that, the social side is dropped, as my members are too scattered. They are simply in it for the business side and are not slow to recognize the benefits derived.

"I think the success of my clubs dependson the confidence which the people have in all the good things that are said about the Larkin Soap Co. and sustained by the way the Company backs up these recommendations.

"Hoping your business will increase, as it deserves to, for your promptness and

fair dealing, and thanking you for past favors, I remain an ardent admirer of the Larkin Soap Co."

### THE PIQUE.

BY MRS. F. E. NAY.

My friends, I wish to tell you,  
Wherever you may seek,  
You'll find no Club to equal  
The one we call The Pique.

The cause of its beginning—  
I really must tell same,  
Lest you be left to wonder  
Why we should choose this name.

One day when I sat sewing,  
A knock came at my door;  
I opened at the summons  
Of an agent not met before.

A dapper little chap was he,  
In latest fashion dressed;  
He worked for a Chicago firm  
And tried to do his best.

He wanted me to buy his soap,  
But I was well supplied;  
For I bought soaps from Larkin  
And, of course, was satisfied.

"Have you of theirs on hand?" he ask'd,  
As he smoothed his curly locks.  
"No," I replied, mischievously,  
"But I've plenty in the box."



A LARKIN CLUB-OF-TEN.  
ALBERTA E. COFFIN, SEC'Y, WILTON, N. H.

He took the joke as it was sent,

And asked quite courteously,  
 "If it is near at hand, you will  
 Please kindly let me see?"

"Oh, yes, indeed," I quickly said,  
 And brought the cake straightway;  
 "You're welcome to compare this Soap  
 With any that's made today."

You can't imagine my surprise—

He began a great tirade,  
 Against this Company, as well  
 As all the Soaps they made.

My feelings I can not explain  
 For I was much amazed;  
 To hear the man go on that way,  
 My senses nearly dazed.

But he was bent on getting me  
 To buy his Soap 'twould seem,—  
 And I, too, was determined,  
 To overthrow his scheme.

When he abused this honest firm,  
 He found I was not meek;  
 For I said I'd form a Club-of-Ten,  
 And call my club "The Pique."

From many years of use I knew  
 Larkin Soaps could not be beat,  
 And all who wished to join a club  
 Would think this chance a treat.

I went about from house to house  
 And worked my plan out slick;  
 I'd organized a Larkin Club  
 Ere he could shake a stick.

And all the members are well pleased;  
 So when he comes again,  
 He'll get no orders in these parts,  
 Tho' he tries with might and main.

For we're dealing with a Company  
 Who do as they agree,  
 And with the Premiums that we get  
 It more than pays, you see.

If you desire still more to know,  
 Don't be afraid to speak;  
 All questions gladly answered by  
 The members of "The Pique."

Mrs. Lizzie J. Rhinehart, New Castle, Pa., writes: "I enjoy reading THE LARKIN IDEA so well, I can hardly wait until it comes."

Mrs. Josie Hammond, Lima, O., writes: "We had a picnic last year which was a grand success. All five Clubs are now planning one for this season, as they realize the lateness of the one last year. The arrangements are not yet completed. I am starting a new Larkin Club-of-Ten, and I shall reorganize one next month."



Mrs. E. F. Gerrish, South Lee, N. H., writes: "I send you a photograph of my daughter Mildred, who is thirteen years old. She has just finished an order and has selected,

as her premium, the Modjeska Dinner Set. She has gotten up several orders, besides helping me deliver for my clubs."

A Larkin Club-of-Ten was organized in the Turner neighborhood with Mrs. Orrin Stephens as secretary. Their names in order are as follows: Mrs. Fred Heidel, Mrs. Bert Wells, Mrs. Peter Wallace, Mrs. Rose Turner, Mrs. Emma Flansburg, Mrs. William Russell, Mrs. Chris Dagenkold, Mrs. Emma Stephens, Mrs. August Figert, Mrs. Mary Quackenbush. An interesting feature at the monthly meetings of the club will be the reading and discussion of the Cornell Reading Course for farmers' wives.

—Ilion, (N. Y.) Citizen.

#### HOW TO WRITE ORDERS FOR CLUBS-OF-TEN.

Our Club-of-Ten circular sent in each box of Soaps and on request, tells how to fill out Order-blanks. When the Club Secy. is not a Regular Customer it is necessary that the first order be shipped in his name, if he wishes Certificate Premiums for the remaining nine orders. In this case the

order need be signed only in space No. 1.

The remaining nine orders may be shipped to the Secy., or to the different members, in turn, as preferred.

The best way is to have order signed by and goods shipped in the name of the member who is to receive the Larkin Premium. By this method the name of each member in turn is entered on our records as a Regular Customer. The member should sign the Order blank in space No. 1, and the Club Secy. should countersign it in space No. 3, adding the list of club-members' names in each order. Each member will then be qualified to earn Certificate Premiums for a period of two years.

If the goods are always shipped to the Club Secy., the members do not receive the advantage of enrollment as a Regular Customer.

A person becomes a Regular Customer only by having goods shipped direct to himself. This point is not always understood. Frequently we receive an order that is countersigned as Regular Customer by a person whose name cannot be found on our records. The Certificate Premium is denied, and the customer protests that he *is* a Regular Customer, having been in a Club-of-Ten conducted by Mrs. So-and-so. Investigation then shows that his name was not enrolled on our list of Regular Customers because the Club Secy. had written the club orders in such a manner that all the goods had been shipped to herself.

Each member of a Club-of-Ten will do wisely to see that one shipment is made in his name, so that he may receive the benefits we offer to Regular Customers.

Miss Ella Devereaux, Corry, Pa., writes: "The Larkin Soap Co. ranks among the highest of enterprises for the good of the people, in that it

places within the reach of millions of women, in circumstances similar to mine, opportunities to obtain many useful and beautiful premiums that otherwise they could never expect to have. Long live the Larkin Soap Co., friend of the people!"



Mrs. Will Ries, Milan, Ohio, writes: "I have sent you quite a few orders. I have a Club-of-Ten at present and hope to organize another. I delight in working for Larkin Premiums."

Mrs. W. H. Breen, Rockport, Mass., writes: "I have started ten clubs in the past six months, and I had ten last year. Since November 3rd, 1903, I have sent \$294.15; am almost ready to send this month's money and order."



Mrs. Mary A. Cunningham, Woodbridge, N. J., writes: "To me belongs the distinction of introducing the ladies of Woodbridge to the Larkin Club-of-Ten. I was the first to organize a Club here, and this friend to the housewife has become very popular in Woodbridge. We are highly pleased with our Soaps and Premiums."

Mrs. E. S. Risley, Frankfort, N. Y., writes: "The Larkin Club-of-Ten of Frankfort, met with Mrs. James Hinchey Friday night, March the 18th. Games were played and bountiful refreshments were served. All report a good time."



SOME of you, no doubt, are planning to go camping this summer. I know of no more delightful or economic way to spend a week or two of vacation time. I want to tell you a story of three of my little friends, who went camping last summer. They had a fine time and are thinking of taking another trip this season. Perhaps you may learn something from the story of these three campers to help you make your life in the woods more comfortable.

The rumbling of cart wheels brought Tom and his two friends, James and Walter, to the front gate. They were just in time to see the drayman pull up his horse at the curb. Before the astonished man could say Jack Robinson, the boys had climbed into the wagon and were tugging at a bundle of canvas, ropes and stakes.

"Here, sonny, never mind that. Give me a lift on this box of Soap," the drayman called to Tom. The Soaps and the Palmetto Tent had been sent in the name of Tom's mother, but neither Tom nor the other boys, whose mothers also had a share in the Soaps, paid any attention to the drayman's orders, and he was obliged to tote the box off into the house unassisted.

The boys carried the Tent into the yard, and before the drayman and his cart had gone many squares, they had it completely set up.

"Well, everything's ready now; I don't see why we can't start tomorrow morning," said Walter.

The other boys agreed, and Tom added: "I think we can get off tomorrow. I'll see a cartman. He can take us out as far as the farmhouse at

the cross-roads; that's about six miles from here. Then, about three quarters of a mile through the woods from the farmhouse, there's a good place along Red Hawk Run, where we can put up the Tent. There's good fishing there, and the water's deep enough for a swim."

Tom had spent a week on Red Hawk Run the year before, and had learned many things about camping out, so the other boys followed his instructions. By evening the preparations that they had started nearly three weeks before were completed, and in the morning they were ready to go. About ten o'clock they reached the farmhouse at the cross-roads.

"At last we're here," said Walter.

"No, not quite," replied Tom. "It's a good tramp to the creek. We'll cross the pasture and then cut in through the woods. We'll start right now; we ought to get the Tent up by noon."

The boys divided the equipment and each shouldered his share. They marched down the winding cowpath, single file, like trappers on a mountain trail.

When they reached the creek all three boys were tired by their tramp through the thickets and underbrush, but Tom insisted that they should make camp at once. James and Walter stretched themselves out on the sunny bank of the stream and soon were oblivious of everything but the babbling brook. Tom disappeared in the woods. In a short time he returned, and with so much stealth that the other boys did not know of his approach until he slapped each on



the shoulder, and announced that he had found a fine place for camp. Tom was a born woodsman.

The place he had selected was a level beach just above the stream and near some good-sized beech trees.

The boys set to work, cleared the stones away from a space about ten feet square, and pitched their Tent, driving all the stakes securely; then took turns at digging a ditch around it, about two inches from the bottom of the canvas, and made it three inches wide and about three inches deep. They so graded it that the rain-water they wished it to carry off would drain to one corner; from this corner they dug a ditch to carry the water to the creek. When this work was finished

it was long after noon, and the boys were ravenously hungry. They couldn't prepare much of a dinner without fire, so they built their stove

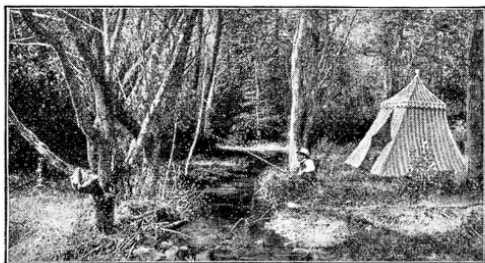
next. This didn't take long; for they had brought part of it with them. They gathered a lot of stones and built a U-shaped wall, about eight inches high and fourteen inches wide across the front. They covered this with a piece of galvanized iron, which they had made part of their equipment, leaving an opening in the back for a chimney. Around the outside of the stove, they piled sod. They soon had a dinner of boiled eggs, fried mush, baked potatoes, and bread and butter ready. Nothing in the world ever tasted better to them than this simple fare.

Dinner over and the dishes washed, the boys were ready to complete their camp. Beds were to be built. All

three boys went into the woods and gathered hemlock boughs. They first selected several branches with crotches, or forks. These they trimmed down and drove into the ground for supports; long straight pieces were laid on the crotches to serve as side rails; branches were then laid crosswise on top the side rails, with a few extra piled at the head for pillows, and the blankets spread over all.

A few odds and ends about the tent were straightened out, and the camp-making was over.

Then James and Walter found a farmer who agreed to supply them every morning with fresh milk, eggs and butter, and with bread and potatoes when they needed them.



THIS IS A PICTURE OF THE BOYS' CAMP.

When they reached the camp, Tom was nowhere to be seen. They called to him and he answered from a little distance down the stream.

When he appeared, he carried a nice fat trout and four chubs. These he dressed, salted and wrapped in a damp towel.

When all this had been done, the sun was sinking in the west. They fried the fish and made some coffee for supper. After the plates and pans were washed, they took a good swim in the creek and rolled into bed. Tom went to sleep at once, but the crickets, the brook and the trilling of the tree-frogs kept the other boys awake for some time; finally they, too, fell off into sound slumbers.

The birds woke the boys in the morning. They cooked their breakfast, then fished and swam and rolled around in the sun all day long. For many days their life was the same.

They were the healthiest, happiest boys in the world.

One morning Walter's brother walked into camp. He brought some sugar cookies that Walter's mother had baked for the boys. The sugar cookies tasted a great deal better to Walter than the simple food he had been eating for several days, and he decided that he had camped long enough. The other boys, too, were willing to go home. When Walter's brother reached town, he told the cartman to go after the boys on the following morning.

They were waiting for him at the cross-roads, and after saying good-by to the farmer and his wife they clambered into the wagon.

When they reached home they put the Palmetto Tent up in Tom's yard, and all of the boys in the neighborhood made it their headquarters for the rest of the summer.

By the time this number of THE LARKIN IDEA reaches you, I shall have received photographs of many of the boys who are going to compete for the cash prizes. How anxious I am to see those bright faces. Of all the pictures under the sun none has more charm for me than that of the wide-awake American boy.

It's a fine thing to be an American boy. He has an opportunity to make anything of himself that he may wish. He may think and act as he pleases, provided he does not harm his neighbor, and may grow up into a good, honest man.

But there, fellows,—I like that word fellows; it's what we used to call each other in the "old days"—I didn't mean to preach. You just enter the Contest and send me your picture. Then I shall be well pleased and you well paid.

Edward S. Hill, Carnegie, Pa., writes: "I have taken orders for several hundred dollars' worth of your



Soaps. I am now conducting the fifth Club-of-Ten I have organized since October, 1903. I like the work and I like the rewards I obtain. Any boy can do as well as I have, if he *tries*. That's all there is to it."

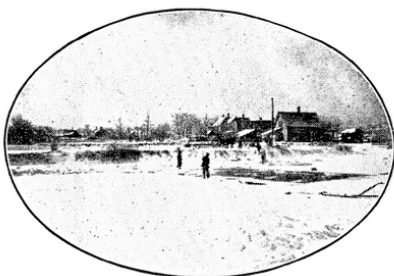
Alvin Alston, Allegheny, Pa., writes: "I am thirteen years old. I've sold \$50.00 worth of Soap and have earned five premiums. On Christmas I gave my mother a Pier Glass, which pleased her very much. I am very proud of my premiums, and my customers all like your Soaps."



Mrs. Frank Wemesfelder, Pultneyville, N. Y., writes: "My son Harley, twelve years old, took orders for nearly \$20.00 worth of your Soaps in three half-days, and he is much pleased to think he has earned his mother a Couch. He showed so much energy while in quest of his premium that I send his picture for THE LARKIN IDEA."

Wm. M. Ervey, Dover, N. J., writes: "It gives me much pleasure to see the Premiums that reward me for my work in selling Larkin Soaps. I take pleasure in getting the orders, which I obtain in my leisure hours, after school. So far, I have sold \$179.00 worth of your Soaps. I wish every reader of THE LARKIN IDEA could come to my home and see the many Premiums it contains. I intend to continue sending orders. I am fourteen years of age."





"HARVESTING ICE."

AWARDED SECOND PRIZE OF \$2.00 IN  
WINTER CONTEST.

PHOTOGRAPH BY FLOYD J. HAYES, ELMIRA, N. Y.

### THE PRIZE PHOTOGRAPH CONTEST.

In the Prize Con-  
test that closed  
May 15th, the  
following prizes  
were awarded:

Landscapes,  
First Prize, \$2.00,  
W. L. Bacher,  
Williamsport, Pa.

Landscapes,  
Second Prize,  
\$1.00, E. M. Cran-  
ston, Brooklyn, N. Y.

Genre, First Prize,  
\$2.00, Bertha Partridge,  
Stockton Springs,  
Maine.

Genre, Second Prize,  
\$1.00, Wm. Redcliffe,  
East Toledo, Ohio.

The high lights and  
deep shadows of winter  
make photography very  
difficult. The photogra-  
pher is easily deceived.  
Bits of snow-adorned  
landscape, delightful to  
the eye, although taken  
with greatest care are  
often flat and lifeless



"WHERE SILENCE REIGNS SUPREME."

AWARDED THIRD PRIZE OF \$1.00 IN  
WINTER CONTEST.

PHOTOGRAPH BY M. A. YAUCH, ROCHESTER, N. Y.

when reproduced from the negative.  
In the summer it is quite differ-  
ent. The amateur meets with but  
few drawbacks. The light is usually  
constant and the atmosphere clear.  
Summer is the best time for the  
amateur photographer to work.

Owners of Seneca, Gundlach,  
Chautauqua and Korona cameras  
could derive a great deal of pleasure  
from taking part in THE LARKIN  
IDEA monthly Prize Contests, and  
the prizes are not trifling.

Four prizes are awarded each  
month. For the best photograph  
of a landscape there is a prize of  
\$2.00, and for the second best, a

prize of \$1.00.  
For the best Genre  
photograph the  
prize is \$2.00 and  
for the second  
best, \$1.00.

These Contests  
open on the 15th  
of the month and  
close on the 15th  
of the following  
month.

From time to  
time Special Con-  
tests for liberal  
cash prizes are  
held. Announce-  
ment of these is  
made in THE  
LARKIN IDEA.



"IN THE FOREST'S DEPTH."

AWARDED FIRST PRIZE OF \$3.00 IN WINTER CONTEST.  
PHOTOGRAPH BY J. O. BETTERLEY, WINCHENDON, MASS.

## SHADY-SIDE SKETCHES.

BY B. M. H.

Shady-Side Farm, Chester Co.,

June 1, 1903.

Dear Nell:

I am in a peck of trouble, so I am going to do what you have often told me to do—unburden my soul to you. The "trouble" is nothing less than a visitor for the summer. You can never guess who—Cousin Alice Grey, of New-York City.

Aren't you surprised? I am, and to confess the truth, I'm not in the least pleased. All my plans for the summer will be upset; for now you and I can't take that little trip on the river, and I had set my heart on it. Ned says, "The trouble is you're just afraid Will Harmon will fall in love with her." Ned *can* be real mean when he chooses—I'm glad he doesn't choose to be so very often. On the whole he is a dear, good brother.

Well, dear, I can't bear to have a city-girl come and see our queer, old-fashioned house, our ugly old furniture and rag carpets. Of course it is all we can afford while we are trying to pay for the farm. But the old furniture it's the bugbear of my life. Cousin Alice is used to city style. How all this will look to her!

To be sure she has had to earn her own living since her father's sudden death and the loss of all their property, real and personal; but city people, even if poor, seem slightly in advance of us simple country people. I wish—but then, what's the use of being a coward! I have to "face the music" and I may as well do it bravely.

Now, good-bye dearest. I must run and dress; for Will is coming to take me for a moonlight drive. Nell, he is just splendid. His year in the West has improved him until he now

seems a different person. I'm sure you couldn't dislike him though you tried. Good-bye, dearie, I'll tell you later how we are prospering in the entertainment of an unwelcome guest.

Your own

KATE.

Shady-Side Farm, Chester Co.,

June 20, 1903.

Dear Nell:

I must steal a moment to write to you, for I'm sure you are dying to know how we are getting along with our visitor. Well, she came a week ago, and she is as sweet as a June rose. I feel ashamed of all I said to you. She just fits into our home and ways as if she had always been among us.

She knows how to do so many nice things, and she sews beautifully. She makes all her pretty gowns herself. You know I never took kindly to sewing, but you just ought to see what I have accomplished with her as my teacher.

And, best of all, she has told me of a plan to get that greatly needed and much-longed-for furniture. Have you heard of the Larkin Soaps and Premiums? Besides soap there are all sorts of nice toilet preparations. Cousin Alice uses them all the time. An odor of violets seems to linger about her and steal out of her room. Well, by selling enough of these Soaps, Toilet Preparations, etc., one can almost furnish a house. Alice has furnished her room in New-York City, curtains, rugs, tables, chairs and all, just by selling these articles after school, in the evenings and on Saturdays. Would you believe it! Nell, I have actually sold one box already and I've ordered a dear little Lady Washington

writing-desk for my premium. What do you think of that? I don't see how I am ever to wait until it arrives. Oh, won't I write letters then! You may expect a deluge of them.

Ned is working for a Camera. You never saw a boy so excited. Yesterday he sold three dollars' worth, and he rushed into the house with a war-whoop that would have done credit to one of Buffalo Bill's wild Indians; then rushed into the yard and stood on his hands with his feet in the air. I thought Cousin Alice would die laughing. She said it was better than any side-show she had ever seen. You know Ned is such a funny boy, anyway.

Will H. has asked to take Cousin Alice and me to see a Friend wedding next week, over at that little white meeting-house in the woods. Cousin Alice is wild to go. I do wish she would stop saying "Quaker." Chester-county Friends dislike the word. Oh, yes, Nell, she is pleased with Will Harmon, and *thinks* he is almost as nice as a certain young man back in New York.

Enough of this! I must close and help get supper. Your loving

KATE.

(From Cousin Alice to a friend in New York.)

Shady-Side Farm, Chester Co.,  
June 28, '03.

My dear Lou:

I promised to write you as soon as I got settled in my new quarters, and

could collect my scattered thoughts. I just wish I could tell you how I am enjoying this quiet, peaceful country home, with its restful air.

Each morning I am awakened at four o'clock, by the bird concert held in the great woods just back of the house. It seems as though they were singing a great oratorio. I never dreamed the birds held such concerts. No music at the opera can be sweeter.

After sunset we sit out in the yard where we can watch the sky. I always thought the sky seemed far away, in the city, but here it bends lovingly over us, so closely that we

seem in touch with it. Its grandeur is marvelous. How beautiful is this old world when June has woven her spell over it!

Uncle's home is in a Friend neighborhood.

Friends, dear, are persons

whom you would call "Quakers," but you couldn't use that almost harsh word after you became acquainted with them and some of their beautiful customs; for they really are Friends—friends among themselves and with everybody. I have had the great pleasure of attending a wedding among them. Cousin and I went with a young Mr. Harmon, who, by the way, is very fond of my cousin. I really think he is about the nicest young man I ever met, except—well, except one.

(CONCLUSION IN JULY NUMBER.)



THE HIGHWAY LEADING TO SHADY-SIDE FARM.  
PHOTOGRAPH BY MRS. ELMER C. STEVENSON.

## THE LARKIN IDEA.

## THE GRAPHOPHONE.

BY M. A. YAUCH.

Our advice to all users of soap is to go  
And order a shipment from Larkin Soap Co.,  
And get as a Premium with soaps they select,  
A Columbia Graphophone none would reject.

For what could be nicer on hot summer days  
Than to sit on the lawn while the Graphophone plays,  
And enjoy the fine music, or laugh till you groan,  
At the humorous things read by the Graphophone?

Then on cold winter evenings when engagements are few,  
You can have a fine concert for wifey and you;  
Forget all your sorrows and troubles and cares,  
While the Graphophone's playing and singing sweet airs.



ENJOYING THE MUSIC THE  
GRAPHOPHONE PLAYS.  
PHOTOGRAPH BY M. A. YAUCH.

## SOMETHING ABOUT COTTON.

BY ELLEN M. TAYLOR.

Cotton has never been so high in thirty years as it is now. We must have cotton cloth, however, and any point that will cut down household expense without cutting supply is worth knowing.

Some time ago I made a tour through the cotton departments of several of the large stores and compared prices on sheets, pillow-cases, etc. I found

bleached sheets of good quality cost nearly 25 per cent. more than a year ago. By looking further I found an unbleached sheet of equal size and firmness at a little more than one-half of the cost of the bleached ones. Few people like to take the time and trouble to bleach sheets.

Bleached cotton is certainly nicer in appearance than the brown web, but there are advantages that will repay the careful housewife for the extra care of bleaching, which at this season need not be a formidable undertaking.

Wash the unbleached cotton in a solution of Boraxine and warm water. Wring lightly with the hands, leaving quite damp, and hang where sun and wind will do their work. Wash in the same manner repeatedly, being careful not to let the cloth mildew by leaving it out too long in damp weather. Housewives used to be particular to have their linen bleached when the fruit-trees were in bloom. May and June are the best bleaching months, and with Boraxine to assist, the brown cotton and linen will rapidly become snowy white.

Once white the home-bleached cotton wears much longer than that purchased ready whitened. It also keeps white much better. It neither turns yellow nor stains easily.

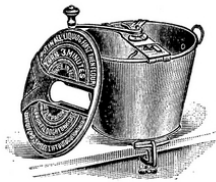
### THE UNIVERSAL THREE-MINUTE BREAD-MAKER.

The Domestic Problem is gradually working out its own solution, by the adoption of new labor-saving implements that reduce the amount of physical labor performed in providing for the material wants of a family.

The use of gas ranges, clothes-wringers, mop-wringers, washing-machines, carpet-sweepers, food-choppers, sewing-machines, lawn-mowers, and other labor-saving devices, is rapidly bringing the problem of housekeeping to a question of brains, rather than muscle.

The latest candidate for the housekeeper's favor is the Universal Bread-maker, a machine that will make the finest kind of bread in five minutes of actual labor, and without need of touching the hands to the material until ready to put into the baking pans. Think of the difference between a half-hour of hard labor with hands in dough and five minutes' pleasant work that a child can do without soiling hands or clothes.

A few more inventions as good as this, and housekeeping will become a pleasure instead of a burden. Several members of our Company are using the Bread-maker in their homes and will vouch for the correctness of the makers' claims.



Free for two Certificates.

A Mixer, Kneader, and Raiser combined. The kneading is done in a perfectly

scientific manner, mixing all the ingredients so evenly that more wholesome bread is produced than in the old way. So simple a child can operate it. As easy to clean as a tin pail.

Made extra heavy and all tinned. Height, 10 in.; diameter, 11 in. Guaranteed by the makers, Landers, Frary & Clark.

Please observe the rich and elegant Roman Morris Chair shown on last cover page. Its design is a work of art, its quality and finish are the best. In any surroundings it will maintain its marked and imposing dignity.

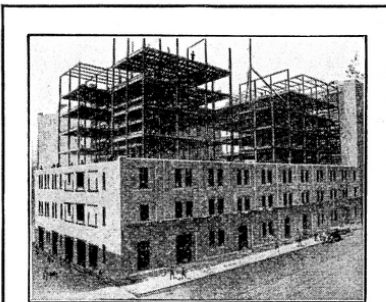
### OUR NEW BUILDINGS.

In March we gave our readers a detailed description of buildings J and K, now in course of erection, which will add over 5½ acres of floor area to the Larkin Soap-Works. The accompanying photographs, showing the condition of the work on April 28th



J AND K BUILDING.  
PHOTOGRAPHED APRIL, 28, 1904.

and again on May 12th, offer encouragement for expecting to have the aid of these buildings in supplying the demands of Larkin customers during the holiday rush next November and December.



J AND K BUILDING.  
PHOTOGRAPHED MAY 12, 1904.



## THE CUCKOO CLOCK.

BY CHARLOTTE L. COBB.



Said the Cuckoo Clock, from her place on high,  
As she looked about with a mournful sigh,  
"I wish there were something I could do,  
Besides this tiresome 'Cuckoo; cuckoo.'"

And just then a visitor chanced to call,  
Who cried, as she saw the Clock on the wall,  
"Is this a Larkin Premium, too?"  
The Clock chimed in with her soft, "Cuckoo."

"'Tis the sweetest tone, so soft and clear,  
I must have one, too; it's a perfect dear!"  
Thought the Clock, "If all you say is true,  
I am content with my Cuckoo."

"Although I get tired of myself, I see,  
There are those who never grow tired of me;  
So work that's given to me I'll do,  
E'en if 'tis only to repeat 'Cuckoo.'"



## SOME USES OF BORAXINE.

BY MRS. J. Q. BARLOW.

Put white clothing to soak over night in tepid water to which two tablespoonsful thoroughly dissolved Boraxine have been added. Your Rotary Washer will make very short work of the washing next day.

Mop the kitchen with suds of Boraxine.

When cleaning carpets use a perfectly clean mop of absorbent material and suds of Boraxine; change suds frequently. Wring the mop quite dry, and use immediately after sweeping. You will be pleased with the result.

Clean paint with weak Boraxine suds.

To clean windows, first carefully wash the sash, then wet panes with suds of Boraxine and coat the glass with Larkin Silver Polish. Let dry, and polish with soft cloth or chamois.

Use Boraxine in washing all kinds of crockery, tin, iron-ware, all dairy utensils, etc.

To clean silver, first wash in Boraxine suds, then apply Larkin Silver Polish in the usual manner. With a little labor, the results will be good.

To whiten small articles of lace or embroidery, place them in an ordinary glass fruit-jar, cover with suds of Boraxine and place in the sun.

## MILLIONS FOR MINUTES.

"Millions of money for a moment of time," were the last words of Queen Elizabeth. Your time is just as valuable to you as ever time was to anybody. It is your life. Save it. Save time by using Larkin Soaps in your household.

## AS ADVERTISED.

Mrs. Subbubs (indignant)—"See here, sir; you claimed that your soap wouldn't injure the most delicate fabric in the world, and yet it has simply ruined this cloth."

Bland Salesman—"But you see, ma'am, this is not the most delicate fabric in the world."

—*American Soap Journal.*



Miss Addie Reynolds, Clyde, N. Y., writes: "I was appointed one of a committee to sell your Soaps to get a rug for our chapel. As those you offered were not large enough, we took Soap for premium, sold it, purchased our rug and had some money left. Then we voted to continue selling, the money to be used for pulpit furniture. I enclose the second order."

Mrs. David C. Myers, Columbus, Ohio, writes: "The Larkin Soap Co. is like India's banyan tree; always from its branches innumerable new roots are dropping, which become so firmly imbedded that they are immovable. Even so are the Larkin Soap patrons. May the tribe increase! Many thanks for the courteous business treatment I have always received."



Mrs. Mattie F. Stewart, Fremont, Ohio, writes: "I am a widow fifty-three years old, and have earned so many Larkin Premiums that I believe I am entitled to have my picture in THE LARKIN IDEA, which I am thankful to receive as it contains much good reading. I delight in getting orders for your Soaps as they and the Premiums are so satisfactory."

Mrs. Bruce Reynolds, Lyons, N. Y., writes: "My daughter sells a great deal of Larkin Soaps to neighbors. There was one of our friends who always refused to give an order, saying that she did not believe Larkin Soaps could be good. I loaned her a

jar of Cold Cream and she was so much pleased with it that she wanted to buy it. She purchases Larkin Soaps regularly now.

"My daughter has sold many cakes of World's Work Soap. She cuts one cake into five pieces and gives them as samples. After it has been tried, it is easy to get orders for it."

Mrs. Mary E. Ewers, Buckingham, Pa., writes: "I would like to see my picture in the goodly company that is assembled each month in THE LARKIN IDEA. I am one of your good customers. I say 'good,' because it has been a good thing for me to become a customer of so liberal and reliable a firm. I receive THE LARKIN IDEA each month; am well pleased with it."



Mrs. Fannie Bell, Ostrander, Ohio, writes: "I have sent four orders for your Soaps and have received four grand premiums: Dining Table, six Dining Chairs, Sideboard and Dinner Set. My next order will be for China Cabinet. My husband is a general merchant, and we are in good circumstances. We own as nice an eight-room house as any in town. In a short time I expect to have it all furnished with Larkin Premiums—the fruits of my labor. I am proud of my house and proud that I am a Larkin customer."

# Massive Frame Roman Morris Chair

Hand-carved Front.

**FREE** with \$22.00 worth of the  
Larkin Soaps, for \$22.00.



**ENTIRE FRONT** beautifully hand-carved (not embossed). Chair is 43 in. high; 30½ in. wide at arms. Seat, 16½ in. from floor. Arm posts and legs are 3½ in. wide; 1½ in. thick. Front rail, 7 in. wide. The heavy, moulded arms are 27½ in. long; 5½ in. wide, with flat, bent spindles.

Choice of selected Quarter-sawed Golden Oak, or Birch in Mahogany finish; hand-rubbed and polished; carvings are dull-finished. Nickel-plated casters.

The all-hair-filled cushions are 21 x 21 x 4 and 28 x 21 x 4 in. Covered with an extra quality, two-toned block-pattern Velour in choice of Apple Green, Crimson or Brown. Back is adjustable to four positions.

Larkin Street,

*Larkin Soap Co.*

Buffalo, N. Y.

ESTABLISHED, 1875.

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Edited by: Brian D. Szafranski, Elma NY USA

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